

Business Update

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Powering Business Worldwide

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Leadership

Quality

Supply Chain

Vision & Roadmap



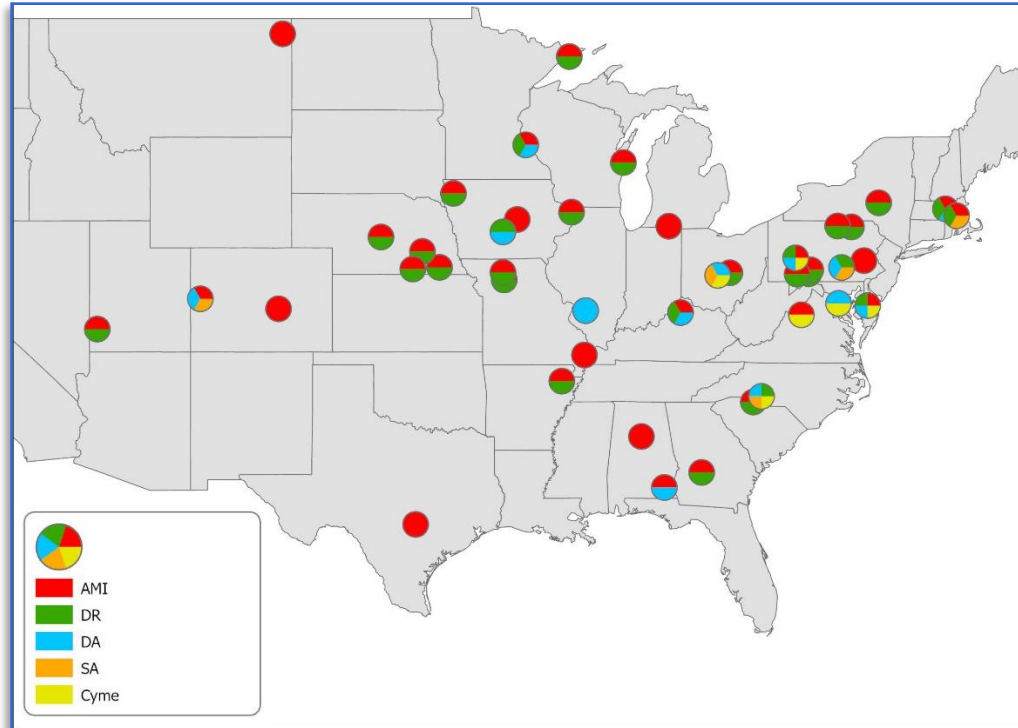
Providing solutions
to help integrate
renewable energy,
improve **reliability**
and ensure grid
security



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Welcome Attendees

Allegheny Electric Cooperative
American Electric Power
Bedford REC
Borough of Kutztown
City of Fountain
City of Grand Marais
City Of San Marcos
City of Sturgis
City of Tarrant
Claverack REC
Clinton County Electric Cooperative
Consumers Energy Cooperative
Craighead Electric Cooperative
Custer Public Power District
Delaware Electric Cooperative
Dixie Power
Duke Energy
Exelon (PHI)
Farmer's Electric Cooperative (MO)
Florida Municipal Power Agency
Grand Valley Power
Grundy Electric Cooperative (MO)
Harrisonburg Electric Commission



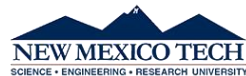
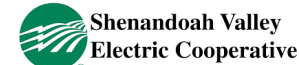
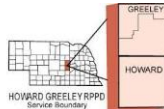
Heartland REMC
Jo-Carroll Energy
Manitowoc Public Utilities
MidAmerican Energy Company
Middle Georgia EMC
New Enterprise REC
Norris Public Power District
North West REC
Norwood Light Department
Otsego Electric Cooperative
Owen Electric
Pea River Electric Cooperative
Perennial Public Power District
Pierce Pepin Cooperative Services
REA Energy Cooperative
Sheridan Electric Cooperative
Sikeston Board of Municipal Utilities
Somerset Rural Electric
South Central PPD
Sterling Municipal Light Department
The Energy Cooperative
Tri-County REC (PA)
York Electric Cooperative



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92 Attendees representing 46 Utilities and 27 States

Thank You for trusting us with your business



New EAS customers since last in-person conference



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There is no better
time than now to be
an intelligent power
management
company.



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An aerial night view of a city with digital circuit overlays. The city lights are visible in the background, and the foreground is dominated by glowing blue and orange lines representing data paths and circuitry. A thin yellow horizontal line is positioned above the main text.

Brightlayer: Bringing the digital future into focus

Reveal the possibilities embedded in your data and optimize your operations with a new perspective on achieving your digital transformation goals

Eaton at a glance



- Chairman & CEO – Craig Arnold
- More than two-thirds of our Board of Directors are women or U.S. minorities

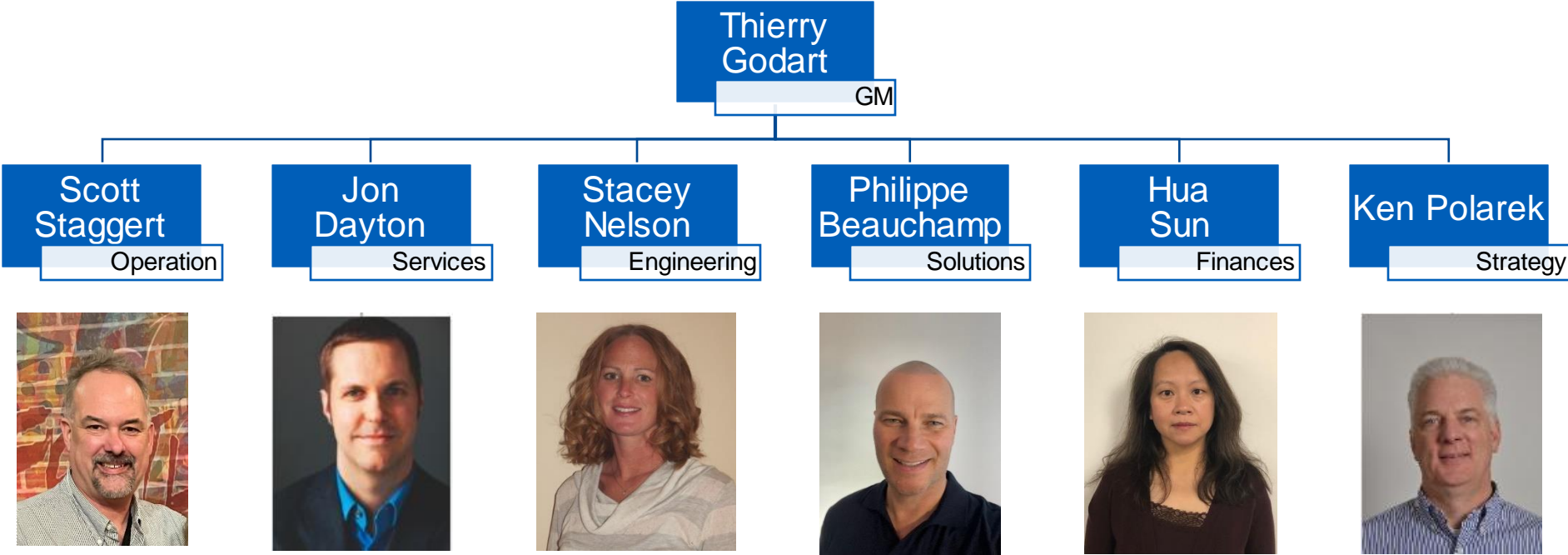
- ▲ EAS main offices
- EAS factories (contract EMS)

2022 Financials

Total sales:
\$20.8 Billion USD

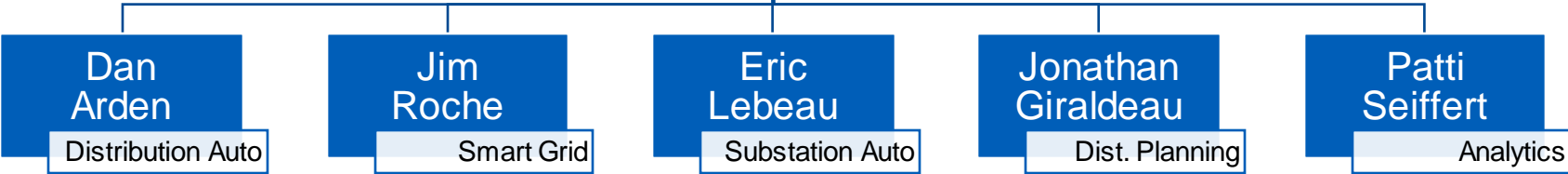
Net income:
\$2.5 Billion USD

EAS LEADERSHIP - Management



EAS LEADERSHIP – Product Lines

Thierry Godart
GM



QUALITY

AMI RF Firmware
Water Nodes
Molex Connectors

New QA Manager



- Firmware fix
- New simulator
- QA manufacturing process
- Production restarted 09/22
- Repair (complete by 09/23)
- New Tests



SUPPLY CHAIN

Pandemic aftermath

No microchips

No material

No labor

Long lead times

Inflation



- Inventory of critical parts
- Buy parts on broker market (\$\$)
- Redesign for multi-suppliers
- Price increase
- Safety stock when parts are available

2Q2023: Getting better but still not perfect

Brightlayer Utilities suite

Using our digital suite, utilities can optimize their operation to integrate more distributed energy resources while improving reliability and customer satisfaction.

We help utilities:



Become more resilient

- Model the grid accurately
- Reduce outage downtime
- Detect grid failures sooner



Drive performance

- Comply with regulations
- Automate grid intelligence
- Prioritize investments



Accelerate decarbonization

- Anticipate DER impact
- Coordinate DER operation
- Manage demand better

Solutions for Grid Modernization & Digitization

Plan

Operate

Optimize

Brightlayer digital solutions for utilities



Distribution planning



Smart grid - AMI



Smart grid - DR



Distribution automation



Substation automation



Services

Distribution equipment for utilities



Capacitors



Medium voltage circuit breakers



Medium voltage switchgear



Network protectors



Voltage regulators



Reclosers and controls



PEAK™ transformers



Current-limiting fuses



Overhead switches

Utility Professional Services

Training



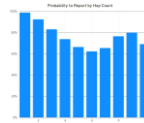
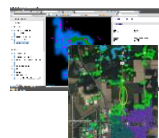
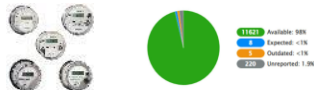
Project Management



Utility Analytics



Product Support



Portfolio Roadmap

Attach to Grid Apparatus + DER



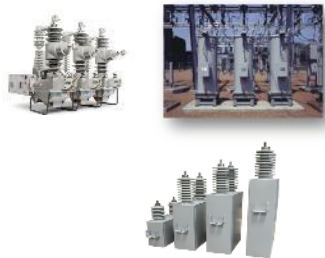
Grid Control and Intelligence



Grid Asset Optimization



Grid Planning Enterprise Software



Reclosers, voltage regulators, capacitor banks, RMU

+

DERs: Controllable loads, solar, EV, storage, microgrids



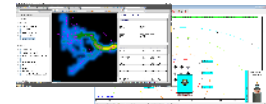
Edge computing and control for split-second decisions at the local feeder level

Intelligent Nodes: GA11, SMP3050, LCR, CBC



Enterprise & Embedded Software to manage field devices and optimize grid operation

Software Defined Automation + Utility Analytics



Enterprise platform to simulate and support future grid needs (Solar, EV, Storage, Microgrids, Prosumers, Aggregators, Regulators, etc.)

Advanced Distribution Planning System (ADPS)



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- 1:1 Meeting with an expert
 - Sign up at the registration table

- Professional Development Hours (PDHs) /CEUs available upon request
 - Sign up at the registration table

- TONIGHT: Dinner cruise on the Gateway Clipper.
 - Gateway Clipper riverboat voyage along Pittsburgh riverfront.
 - Boarding 5:30 p.m.- 6 p.m. Dock is directly across from the hotel.
 - Dinner and drinks on board 6 p.m. – 8 p.m.

- Thanks to our sponsors

- Please fill out our Conference survey
 - Entered in a prize drawing



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Feedback during the event is much appreciated

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Building on a rich history, we are leading the way with **digital** solutions for all **utilities**

- End-to-end smart grid solution for municipal and cooperative utilities
- Market leader in distribution planning software
- Demand management solutions
- Robust substation automation
- Comprehensive distribution automation offering
- Complete advisory and technical services
- Investing in R&D for
 - Quality assurance
 - Technology evolution
 - Operational analytics



Bill TYNDALL

During a 30-year career in the energy industry, Bill Tyndall has held senior roles in the private sector, government, and NGOs. At AJW, Bill serves as the **Lead of the Energy Transition Strategic Consulting Group**. In this role, Bill advises clients execute energy transition investments, growth strategies and incentive optimization.

Bill's private sector experience includes:

- ✓ Leading a Distributed Energy Resources investment group for **Duke Energy's** commercial unit.
- ✓ Leading the Corporate Strategy and M&A group for **Cinergy Corp.**
- ✓ Vice President of Environment of Cinergy Corp
- ✓ Structuring carbon and clean energy investments for a Wall Street boutique firm
- ✓ Running Federal Government Affairs Offices for Cinergy Corp. and Duke Energy
- ✓ President of the Center for Clean Air Policy

Bill's government experience includes:

- ✓ Minority Counsel to the House Committee on Energy and Commerce.
- ✓ Senior Policy Advisor at the **U.S. Environmental Protection Agency.**

Education:

- BA from Stanford University;
- JD from University of California Hastings College of the Law;
- Stanford University Executive MBA Program.